

TOPICS FOR TREC CORE Course for 2017-2018

RESIDENTIAL CORE Course Topics for 2017-2018

I. TREC Law, Rule, Policy Update

Rules effective 10/18/15

- a. New Termination of Affiliation
 - b. Deposits and Earnest Money
 - c. Advertising
 - d. Commissions Earned by Affiliated Licensees
 - e. Electronic Records
 - f. Licensees who hold themselves out as a Team, Group, or Similar Entity Within a Firm
 - g. Duplicate or Confusingly Similar Firm Names
 - h. Appearances Before the Commission for the Purpose of Obtaining a License
 - i. Military Applicants
 - j. Reinstatement of an Expired License of a Broker, Affiliate Broker, Time-Share Salesperson or Acquisition Agent
2. E & O Suspension and Penalty fees

II. Agency

III. **Advertising** (Rule 1260-02-.12; TCA 62-13-310)

- a. Internet
- b. False, misleading or deceptive
- c. Signs on Property
- d. Guarantees, Claims and Offers; Gifts and Prizes

IV. Contracts

V. Property Management

- a. Escrow Account Setup
- b. TREC Requirements
- c. PB supervision
- d. Sanctions

VI. **Disclosures** (TCA 62-13-405; TCA 66-5-202; 212; 213)

VII. **PB Supervision** (TCA 62-13-312; 62-13-310; Rule 1260-1-.04; Rule 1260-02-.01-.06)

- a. Unlicensed Branch Office
- b. AG Opinion --Exemptions to licensure
- c. Advertising
- d. Earnest Money/Security/Trust Deposit

VIII License Recognition

TREC CORE COMMERCIAL Course Topics for 2017-2018

I. TREC Law, Rule, Policy Update

Rules effective 10/18/15

- a. New Termination of Affiliation
- b. Deposits and Earnest Money
- c. Advertising
- d. Commissions Earned by Affiliated Licensees
- e. Electronic Records
- f. Licensees Who Hold Themselves Out as a Team
- g. Duplicate or Confusingly Similar Firm Names
- h. Appearances Before the Commission for the Purpose of Obtaining a License
- i. Military Applicants
- j. Reinstatement of an Expired License of a Broker, Affiliate Broker

2. E&O Suspension and Penalty Fees

II. Property Management

- a. Escrow Account Setup
- b. TREC Requirements
- c. PB supervision

III. Common Commercial Lease Terminology

- a. Net
- b. Triple Net
- c. Gross; Modified Gross
- d. CAM

IV. Advertising (Rule 1260-02-.12; TCA 62-13-310; Rule 1260-02-.33)

- a. Licensees who hold themselves out as a Team, Group or Similar Entity within a firm
- b. Internet
- c. False, misleading or deceptive
- d. Signs on Property
- e. Guarantees, Claims and Offers; Gifts and Prizes

V. PB Supervision (TCA 62-13-312; 62-13-310; Rule 1260-1-.04; Rule 1260-02-.01-.06)

- a. Unlicensed Branch Office
- b. Advertising
- c. Earnest Money/Security/Trust Deposit

VI. License Recognition